

## First 5 Minutes -- Your Next Job Depends On Them!

No kidding! Your next job literally depends on how you do in the first 5 minutes of your interview. Let me show you what I mean. Picture this. You're at a party. Several of the guests are unknown to you. Someone approaches you to introduce himself to you. "Like how ya doin?" he mumbles, hands in his pocket, eyes staring at something on the floor. "What's up," you reply cheerily, studying his face for some sign of intelligence. He mumbles something like, "Nuthin' much," without looking up. Trying one more time, you say, "My name is Jack. How do you like this party?" "I gotta go now," he responds, turning abruptly and shuffling away. The whole encounter took less than two minutes. You later find out that he's a genius inventor of sophisticated internet games who's quietly making a fortune. But how does this apply to my next job? Well, look at it like this. What's your first impression. And does the rest make any difference if you're unable to establish any meaningful contact? We know from experience that you have no more than five minutes to establish a connection with someone you're meeting for the first time. That applies to meeting people at parties. But it especially applies to meeting a decision-maker who could be your next boss on your next job. If you fail to take control and establish that connection, the rest won't make any difference. You've lost the opportunity. . . and possibly your next job! Here are some tips that guarantee you pass the critical first five minutes. 1. Take the initiative. Have an ice-breaking comment prepared to say. Even if it's something as mundane as a comment about the weather. The point is YOU take the initiative. 2. Make sure your hand is dry and your handshake firm. 3. Always look them in the eye with a pleasant, open expression. 4. If you are invited to sit down, be sure to move the chair a few inches before you sit. This amazing little technique goes a long way to establish your sense of control rather than accepting things as they are. 5. Be prepared to pay a compliment. It could be something as simple as a comment about a piece of clothing . . . or a picture on the wall . . . or sharing a complimentary comment that someone else made. The important thing is you take the initiative to open the communication! If you miss the opportunity establish a meaningful connection in the first five minutes, the chances are will never be able to retrieve the initiative. And the negative impression you leave behind can seldom be reversed no matter how friendly the rest of the meeting goes. It's all part of a strategic job search success plan that can make or break your next job offer!

## About the Author

Paul Bowley manages EEI, the world-class pioneer in alternative job search techniques and innovative e-business strategies . . . since 1985. Check out THE WORLD'S FASTEST JOB SEARCH PLAN! And grab our stunning FREE REPORT!

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